

*Signature*  
**Subject:** MasterLink possibilities

**Date:** Mon, 14 Jul 1997 09:31 -0500 (EST)

**From:** Randy\_Dougherty@ccmail.orl.lmco.com

**To:** atek@GDI.net

*April 5, 1997  
Greg Howard 1st  
contact February 1997*

Garry,

Thank you for sharing your concepts for MasterLink work automation. As I stated in our meeting, the concepts which you presented to me have some very interesting possibilities for several upcoming projects that I am involved with for Lockheed Martin Information Systems. We are evaluating products which will assist in the maintenance of Lockheed Martin end-item products (aircraft, avionics end-items, etc).

When you are able to advance your MasterLink concept beyond the initial requirements stage and provide an initial prototype, I am very interested in seeing how your concept is converted to a implementation prototype. The potential for Lockheed Martin Information Systems to utilize MasterLink to automate our maintenance management systems processing is very exciting to me.

Again, thank you for your briefing and please keep in touch as your prototype is developed.

Randy Dougherty  
407.306.4812

LOCKHEED MARTIN *A*

Randy Dougherty  
Manager, Logistics Info Systems

Lockheed Martin Information Systems  
12506 Lake Underhill Road, MP 1270  
Orlando, Florida 32825-5602  
Telephone 407.306.4812 Facsimile 407.306.4010  
email: randy\_dougherty@ccmail.orl.lmco.com

*Betty*  
306-4031

# A-TEK CONSULTANTS, INC.

3649 All American Blvd.  
Orlando, Florida 32810-4726  
E-mail: atek@gdi.net

DATE: 2/26/97 TIME SENT: \_\_\_\_\_

PLEASE DELIVER THIS FAX TO: Phil Crosby

COMPANY/LOCATION: \_\_\_\_\_

PHONE: \_\_\_\_\_ FAX: 740-5289

## Message

BEST AVAILABLE COPY

TOTAL PAGES INCLUDING COVER PAGE: 5

FROM: P. Wisner

PHONE: (407) 299-3900  
FAX: (407) 299-8200  
E-mail: atek@gdi.net

Sent via fax: (407) 740-5289

February 26, 1997

TO: PHIL CROSBY

FROM: KENT A. WEISNER

---

We found this task very difficult to express. Have included two pages of stuff you may wish to peruse. I feel I did not explain that this process is a way to manage business knowledge and provide information system infrastructure. Here is my best shot for your consideration:

Reference: The Unified Business Design™\*  
powered by The Business Atlas™\*

A unique breakthrough method for a business enterprise to acquire the core competency needed ~~by an enterprise~~ to get things straight in the first place so management and the workforce are fully utilized.

or...

The core competency piece every enterprise needs.

\*The Unified Business Design™ and Business Atlas™ are registered tradeworks of Modus Operandi, Inc.

**Note:**

**Peter Schutz is coming the evening of March 20th for a dinner meeting followed by a March 21st a.m. meeting. Could you make the dinner? Thinking of inviting Dr., Ralph Swain, COO of Shands to shed light on emerging problems in health care. Realize you prefer breakfast on the 21st, however may not be able to get Swain this tentative.**

**Have called Bill Grimm and looking forward to meeting with him.**

**Thank you!**

**Kent A. Weisner**

1 This  
Sent To Carol Boser  
She is ~~Director~~ <sup>Technical Director for</sup> ~~area~~  
Keeper of the gate for Strategic Partnership  
Confidential"

# A-TEK CONSULTANTS, INC.

3649 All American Blvd.  
Orlando, Florida 32810-4726  
E-mail: atek@gdi.net

DATE: 3-26-97 TIME SENT: 10:17 A.M.

PLEASE DELIVER THIS FAX TO: Mr. Ronald D. Sutton

COMPANY/LOCATION: Lockhead Martin

PHONE: 306-4771 FAX: 306-4207

## Message

Background information as requested.

TOTAL PAGES INCLUDING COVER PAGE: 12

FROM: Kent Weisner

PHONE: (407) 299-3900  
FAX: (407) 299-8200  
E-mail: atek@gdi.net



CONTRACT SERVICES  
PROJECT MANAGEMENT  
PERMANENT PLACEMENT

Sent via fax: 306-4207

March 26, 1997

Mr. Ron Sutton  
Lockheed Martin Information Systems  
Orlando, FL

Dear Ron:

MasterLink® is the work improvement company.

We have developed MasterLink® to do as its name implies—be the "MASTER LINK" providing both management and the work force with the information they need to get the job done right.

Tragically, growing numbers of the work force (mobile and stationary) are not getting useful, accurate and up to date information. Worse, some are now getting too much information (data overload). Systems are data centric and that is becoming a big problem.

MasterLink® is changing this with its work process automation simplification technology. MasterLink® is a process-focused software application used to manage the activities of stationary or mobile skill workers that:

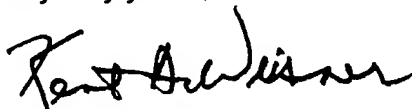
- **REDUCES SYSTEM IMPLEMENTATION** and customization costs by utilizing industry-specific standardized data definitions
- **AUTOMATES SUPERVISION** (planning, scheduling and dispatching)
- **LINKS** skill workers to all job information when they need it.
- **AUTOMATES** field data reporting
- **ENABLES** management control of skill worker activities, based on policy. Policy is the set of rules that management uses to manipulate the system behavior to achieve specific outcomes.
- **INFORMS/ENABLES/ & KEEPS SCORE** for corporate management by providing superior feedback capabilities.

Mr. Ron Sutton  
March 27, 1997  
Page - 2

MasterLink® delivers these skilled work force optimizing capabilities with unique simplicity.

Our product is a systematic approach to increase the work capacity of all members of the organization. It measures performance so that workers, as well as the work collective, know how well they are doing at all times.

Very truly yours,

A handwritten signature in black ink, appearing to read "Kent A. Weisner". The signature is fluid and cursive, with the first name "Kent" being more prominent.

Kent A. Weisner  
President



CONTRACT SERVICES  
PROJECT MANAGEMENT  
PERMANENT PLACEMENT

RE: CONFERENCE CALL  
THURSDAY, MARCH 27, 1997  
1:30 P.M.

For the Thursday afternoon conference call @ 1:30 p.m. our participants will be:

Kent Weisner  
Lee Kitchen  
Gary Fenimore  
John Hartman

Our marketing efforts are augmented by a product endorsement from Philip Crosby (business leader and author). MasterLink® will soon be inserted into Mr. Crosby's web site. Sales development of MasterLink® is further assisted by Peter Shutz (business leader and lecturer), former CEO of Porsche AG and V.P. Sales & Services for Cummins Engines.

MasterLink® software system is unique. It is the first object oriented system to define work through policy. The system includes rules essential to the transfer of information in support of job tasks. It is continuously measuring work effectiveness and the contribution to the purpose and success of the enterprise. Applications for MasterLink® are universal. Wherever and whenever work is performed MasterLink® is useful.